

Raytheon

**A 25 Year Relationship
Building on the Past to Shape the
Future**

Public/Private Enterprise

George A. Landis
Vice President and Deputy for Logistics
Training & Services
Raytheon Systems Company

What Privatization Requires:

- Willingness to prioritize interests of the Soldier
- Objective cooperation
- Responsive contracting vehicles/mechanisms
- Real-time communications
- Best business practices
- Trust

What Privatization Does Not Need:

- Excessive Federal direction
- Unnecessary delays
- Sub-optimizing national interests
- To gain a reputation as:
 - way around BRAC
 - way to protect site work loads
 - a means to consolidate depot functions
 - a means to protect service specific functions
 - maintaining an existing spare parts production lines

Raytheon & City of Indianapolis

- **Successful public/private partnership**
- **Mission:**
 - To support America's Naval Air capability with quality engineering, manufacturing and depot services.
 - To support the Navy's modernization of forces by providing significant O & S savings through performance excellence and Best Business Practices.

Raytheon & National Training Center

- **Successful public/private partnership**
- **Mission:**
 - To support a “trained and ready” fighting force for the 21st Century
 - To support Operations Group in providing joint and combined arms training focused on developing soldiers, leaders, and units of America’s Army

Working Hand & Glove

Raytheon and the U.S. Army are working hand and glove providing seamless operations in these areas:

- Instrumentation
- Live Fire
- Organizational Maintenance
- Battlefield Effects
- Timely audio visual support to AAR process minutes after the conclusion of a battle or exchange or engagement
- Civilians on the Battlefield
- Training Analysis and Feedback
- System Engineering and Integration
- Logistics

Real time Army/Industry synergy!



U. S. Army Materiel Command

Fax Header Sheet

47 number of pages including this page

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COMMENTS

Sir,
Mr. Tull requested I send this to you. This is MG Cusmano's presentation from the Atlanta XXV Executive Seminar

vr,
Rick Smith